

FOR IMMEDIATE RELEASE

### **Epicor Named to SDCE 100 for Outstanding Supply Chain Project**

*Duncan-Parnell Inc. Experiences Award-Winning Growth with Epicor Prophet 21*

**AUSTIN, Texas, May 26, 2015** -- Epicor Software Corporation, a global leader in [business software solutions](#) for manufacturing, distribution, retail and services organizations, today announced that a successful implementation of the Epicor Prophet 21 [wholesale distribution](#) enterprise resource planning (ERP) solution for customer Duncan-Parnell Inc. of Charlotte, North Carolina, has resulted in Epicor being named to the 2015 Supply & Demand Chain Executive 100 ("SDCE 100"). The awards are given by *Supply & Demand Chain Executive* magazine, an international B2B publication that provides mission-critical editorial to address the issues and challenges of the supply chain, to recognize leadership by solution and service providers in assisting the Supply Chain function as their customers move toward supply chain excellence.

Duncan-Parnell Inc. is a distributor and service provider for professional equipment, serving the AEC (architectural/engineering/construction) market. Named to North Carolina's "Mid-Market Fast 40" list as one of the fastest-growing companies in the state in 2014, Duncan-Parnell Inc. offers a variety of services to contractors, surveyors and designers. "We are a digital and large color printer, we provide service and training on all the equipment we sell, and we have major repair centers for surveying/mapping equipment," said Duncan-Parnell CFO Vicki Hafele. "We knew that Epicor Prophet 21 had integrated Customer Relationship Management (CRM) as well as Service and Maintenance. Our senior management really wanted those applications, believing they were vital to the growth of our business."

Since implementing Epicor Prophet 21 ERP in 2012, Duncan-Parnell's profits are up 133 percent, and sales have increased 58 percent. Sales per employee have gone from \$15,700/month to \$22,500/month due to improved efficiencies. Inventory turns have increased approximately 30 percent, allowing the company to conserve cash.

CRM functionality now allows the sales managers to see performance, opportunities, etc., all in one report/portal, which helps them manage their teams. The Service and Maintenance module lets users easily enter and process service quotes and orders at all phases of a service transaction. And an Aged Inventory Worksheet report allows Duncan-Parnell to review inventory value levels for item/location records for a specific day with various filtering mechanisms.

"We are pleased to share this honor with Duncan-Parnell Inc. for partnering on one of the '100 Great Supply Chain Projects' named on this year's SDCE 100 list," said Craig McCollum, executive vice president, Americas for Epicor. "Their ERP implementation is a great example of using technology innovation to achieve profitable growth."

The 2015 Supply & Demand Chain Executive 100 are supply chain solution and service providers that are helping their customers and clients achieve supply chain excellence. They have produced measurable gains in ROI through cost-cutting and increased efficiency, whether in warehouse, transportation, procurement sourcing or any other category in the end-to-end supply chain.

The submissions were evaluated by the magazine's editorial staff primarily based on: ambitiousness/scope of the project (30 percent); creative application of technologies/solutions/services used (20 percent); extent of the business results/impact (40 percent); and clarity of submission (10 percent).

### **About *Supply & Demand Chain Executive***

*Supply & Demand Chain Executive* is the executive's user manual for successful supply and demand chain transformation, utilizing hard-hitting analysis, viewpoints and unbiased case studies to steer executives and supply management professionals through the complicated, yet critical, world of supply and demand chain enablement to gain competitive advantage. Visit [www.SDCExec.com](http://www.SDCExec.com).

### **About Epicor Software Corporation**

Epicor Software Corporation is a global leader delivering inspired business software solutions to the manufacturing, distribution, retail and services industries. With over 40 years of experience serving small, midmarket and larger enterprises, Epicor has more than 20,000 customers in over 150 countries. Epicor enterprise resource planning (ERP), retail management software, supply chain management (SCM), and human capital management (HCM) enable companies to drive increased efficiency and improve profitability. With a history of innovation, industry expertise and passion for excellence, Epicor provides the single point of accountability that local, regional and global businesses demand. The Company's headquarters are located in Austin, Texas, with offices and affiliates worldwide. For more information, visit [www.epicor.com](http://www.epicor.com).

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